

## Message Text

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12

ACTION COME-00

INFO OCT-01 EUR-25 EA-11 ADP-00 EB-11 SCEM-02 INT-08

TRSE-00 PM-09 NSC-10 SS-15 RSC-01 CIAE-00 DODE-00

INR-10 NSAE-00 PA-03 USIA-12 PRS-01 VOE-00 OEP-01

RSR-01 /121 W

----- 073644

R 010115 Z MAY 73

FM AMEMBASSY SAIGON

TO SECSTATE WASHDC 0988

INFO AMEMBASSY BANGKOK

AMCONSUL HONG KONG

AMEMBASSY JAKARTA

AMEMBASSY KUALA LAMPUR

AMEMBASSY LONDON

AMEMBASSY PARIS

AMEMBASSY PHNOM PENH

AMEMBASSY SINGAPORE

AMEMBASSY THE HAGUE

AMEMBASSY TOKYO

UNCLAS SAIGON 07521

E. O. 11652: N/A

TAGS: ENRG, VS

SUBJECT: OFFSHORE OIL CONCESSIONS

REF: SAIGON A-56, MARCH 29, 1973

1. SUMMARY: GVN'S NATIONAL PETROLEUM BOARD (NPB) HAS NOTIFIED 27 FIRMS THAT THEY ARE ELIGIBLE TO PARTICIPATE IN TENDERING FOR OFFSHORE OIL CONCESSIONS. NPB IS SCHEDULED TO GIVE OUT TENDER DOCUMENTS ON MAY 10. DEADLINE FOR SUBMISSION OF TENDERS IS JULY 2. GVN IS DETERMINED TO HAVE OIL COMPANIES PROCEED QUICKLY WITH EXPLORATION OF OFFSHORE CONCESSIONS.

2. NPB'S LIST OF 27 QUALIFYING COMPANIES (INCLUDING 20 U. S. FIRMS)

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IS AS FOLLOWS:

AMERADA HESS ( US)  
AMOCO ( US)  
BASIC EARTH SCIENCE ( US)  
CANADIAN INDUSTRIAL OIL AND GAS ( CANADIAN)  
CANADIAN SUPERIOR OIL ( CANADIAN)  
COMPAGNIE FRANCAISE DES PETROLES ( FRENCH)  
CONTINENTAL OIL ( US)  
ELF- ERAP ( FRENCH)  
GETTY OIL ( US)  
GULF OIL ( US)  
HAMILTON BROTHERS ( US)  
HUNT INTERNATIONAL ( US)  
KAIYO OIL ( JAPANESE)  
MARATHON OIL ( US)  
MOBIL OIL ( US)  
PHILLIPS PETROLEUM ( US)  
SHELL OIL OF AMERICA ( US)  
SHELL PETROLEUM N. V. ( BRITISH- DUTCH)  
STANDARD OF CALIFORNIA ( US)  
STANDARD OF NEW JERSEY ( US)  
SUN OIL ( US)  
SUNNINGDALE OIL ( CANADIAN)  
SUPERIOR OIL ( US)  
TEXACO ( US)  
TRITON OIL ( US)  
UNION OIL OF CALIFORNIA ( US)  
HUSKY OIL ( US)

ABOVE FIRMS HAVE ALREADY BEEN NOTIFIED OF NPB' S DECISION.

2. FOLLOWING NINE FIRMS WERE DISQUALIFIED: INDUSCOM ( US), ISRAEL NATIONAL OIL ( ISRAELI), KANTER EXPLORATION ( US), OCEANIC EXPLORATION ( US), SUMITOMO PETROLEUM DEVELOPMENT ( JAPANESE), TRANSWORLD PETRO-LEUM ( US), VIET- NAM DAU LUA CONG TY ( VIETNAMESE), WENDELL PHILLIPS ( US), AND WILLIAM HUDSON ( BRITISH). REASONS GIVEN WERE LACK OF TECHNICAL BACKGROUND, EXPERIENCE, SUFFICIENT FINANCIAL BACKING, AND PREVIOUS SUCCESS IN ACTUAL OIL PRODUCTION. KAIYO QUALIFIED BECAUSE IT WILL COOPERATE WITH GULF IN SUBMITTING TENDER.

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EM QUALIFIED FIRMS HAVE BEEN ASKED TO SEND REPRESENTATIVES TO MINISTRY OF ECONOMY AT 1000 HOURS ( SAIGON TIME) MAY 10 TO BE BRIEFED ON PROCEDURE, TIMING, AND FORM OF BIDS AND RECEIVE TENDER DOCUMENTS.  
DEADLINE FOR SUBMISSION OF TENDERS HAS BEEN SET FOR 1800 HOURS ( SAIGON TIME) JULY2.

4. GVN' S CONSULAR AND DIPLOMATIC POSTS ARE BEING INSTRUCTED TO FACILITATE ISSUANCE OF VISAS TO REPRESENTATIVES OF OIL COMPANIES.

5. COMMENT: NPB OFFICIALS GIVE IMPRESSION THAT THEY ARE DETERMINED TO PROCEED AS QUICKLY AS POSSIBLE WITH TENDERING FOR OFFSHORE OIL CONCESSIONS. EVERYTHING IS BEING DONE TO FACILITATE MAXIMUM PARTICIPATION BY QUALIFYING FIRMS.

BUNKER

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\*\*\* Current Handling Restrictions \*\*\* n/a

\*\*\* Current Classification \*\*\* UNCLASSIFIED

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**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** VS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 01 MAY 1973  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1973SAIGON07521  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** n/a  
**Errors:** n/a  
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**Line Count:** 126  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Secure:** OPEN  
**Status:** <DBA CORRECTED> mcm 971117  
**Subject:** OFFSHORE OIL CONCESSIONS  
**TAGS:** ENRG  
**To:** BANGKOK  
COME  
HONG KONG  
JAKARTA  
KUALA LUMPUR  
LONDON  
PARIS

PHNOM PENH  
SECSTATE WASHDC

**Type:** TE

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